

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

TruStile MDF Doors LLC

Colorado Association for Manufacturing and Technology

TruStile Sees Financial Rewards in Implementing Lean

Client Profile:

TruStile, founded in 1995, manufactures solid MDF (medium density fiberboard) and custom wood doors for residential and commercial customers. The company employs 250 people at its plant in Denver, Colorado.

Situation:

As the company grew, TruStile faced difficulties in scaling its production processes to meet increased business. As the company increased its revenue and workload, it experienced a myriad of bottlenecks in its processes, affecting quality, timeliness and cash flow. Bill Henshaw, TruStile's VP of Engineering, heard of the Colorado Association for Manufacturing and Technology (CAMT), a NIST MEP network affiliate, from an industry colleague who had successfully addressed critical manufacturing issues in their company with CAMT's help. Henshaw contacted Sumer Sorensen-Bain of CAMT to help transform TruStile into a company focused on continuous improvement to meet and sustain the increasing demands.

Solution:

With assistance from CMTC, TruStile embarked on a thorough Lean training and implementation plan that spanned two years. Using both grant and internal funds, TruStile trained the majority of its staff in basic Lean and 5S Workplace Organization principles, and helped implement changes on the plant floor. CAMT provided several of the training in Spanish to ensure all staff was involved in the company's transformation. With the help of CAMT, TruStile was able to change manufacturing processes from batch to nearly single-piece flow, and decreasing the order-to-ship lead time significantly. Inventory was reduced by 80 percent, and on-time delivery increased from 60 percent to 90 percent. According to Henshaw, this was possible because CAMT worked with TruStile every step of the way, from the initial assessment, to creating a training plan, helping them find grant funds, and executing the training and implementations.

Results:

- * Increased sales by \$4.1 million.
- * Retained sales of \$650,000.
- * Realized \$350,000 in savings.
- * Reduced inventory by 80 percent.
- * Increased on-time delivery by 30 percent.

Testimonial:

"CAMT truly partnered with TruStile, providing a complete package from beginning to end that resulted in real changes in our culture, processes, and revenue."

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Bill Henshaw, VP of Manufacturing